



Department of Administrative Services Customer and Employee Relations **Job Announcement**

ANNOUNCEMENT #: 200609

POSITION: Director of Strategic Sourcing

LOCATION: State Purchasing Division
200 Piedmont Avenue
13th Floor, West Tower
Atlanta, GA

APPLICATION DEADLINE: Open until filled

WHO MAY APPLY: All applicants

PAY GRADE: SE

PAY GRADE SALARY RANGE: Commensurate with experience

GENERAL DESCRIPTION: Director of Strategic Sourcing

•Summary

—Join the State of Georgia and lead us through a transformation in adopting best practices in procurement. Our goal is to become the best managed business in state government. Lead procurement professionals in driving relationships across the state, execute progressive procurement strategies and achieve significant savings goals. A very high profile position expected to achieve high-profile results.

•Role

—Execute strategic procurement strategy and establish strong relationships between State Purchasing, agencies, universities and key vendors. Position will report directly to Assistant Commissioner, Procurement

•Responsibilities

—Set the overall sourcing strategies and objectives and manage them across State Purchasing

—Develop category cluster strategy based on agency/university and product needs, supply market dynamics, and technological changes in marketplace. Communicate strategy within State Purchasing

—Stay abreast of current trends and best practices in the Sourcing arena and share with the State

—Communicate the procurement strategy to agencies, develop and manage the relationship with the Executive teams for relevant

function and top management across the State

—Define and maintain sourcing processes

—Have a nose for talent and recruit/develop top-level procurement staff

—Manage Category Cluster Managers/ Category Managers

—Prioritize competing needs and assign involvement with category teams on project basis

—Provide oversight and content input

—Direct the category management function so as to professionally procure products/services and meet the quality standards and specifications established at the lowest possible total cost

—Develop and track key sourcing performance indicators (KPIs) for State Purchasing (e.g., financial, quality, vendor performance, procurement performance metrics); provide monthly updates to Assistant Commissioner

—Serve as key approval mechanism for vendor agreements and assist in critical vendor negotiations and relationship building

•Required Skills

—Strong oral, written communication and presentation skills

—Strong interpersonal skills

—Strong people management skills (managing, motivating, developing staff)

—Demonstrated ability to effectively recruit and develop staff

—Results oriented

—Proactive and dynamic

—Demonstrated ability to effectively work with internal and external stakeholders

—Demonstrated project management ability

—Strong decision making skills

—Strong category and general procurement background

—Expert knowledge of pricing and negotiations

—Expert knowledge of major supply markets, categories and products

MINIMUM QUALIFICATIONS: Senior manager with 8-10 years of relevant business experience and 5 years of broad purchasing experience. Bachelor's degree required.

PREFERRED QUALIFICATIONS: Master's degree preferred
External procurement certification preferred
Prior public procurement experience preferred